



Category 4 License Hearing Presentation
to the Pennsylvania Gaming Control Board:
Board Meeting
August 14th, 2019

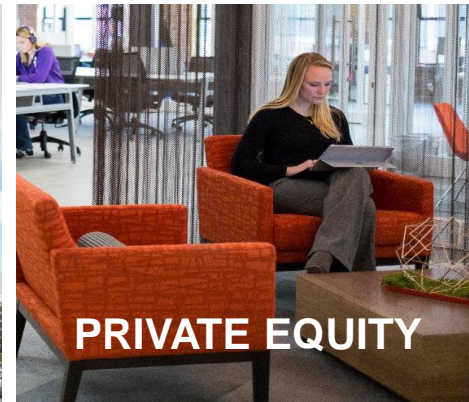
PREMIER OWNERSHIP & MANAGEMENT – DEVELOPMENT EXPERTISE



**THE
CORDISH
COMPANIES**

**FAMILY-
OWNED FOR
OVER 100
YEARS**

**7 URBAN LAND
INSTITUTE
AWARDS FOR
EXCELLENCE**



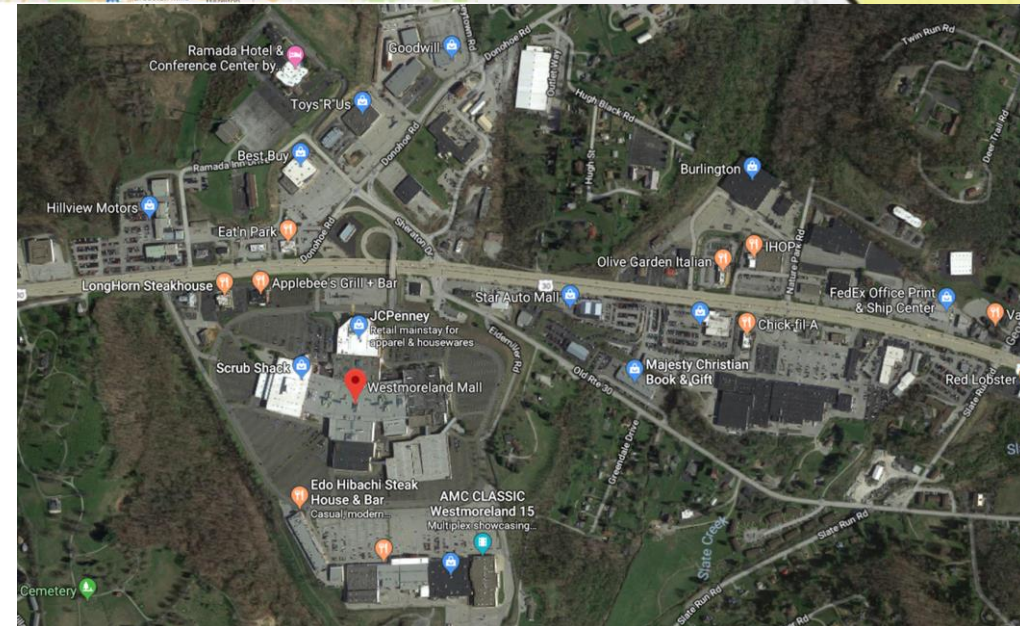
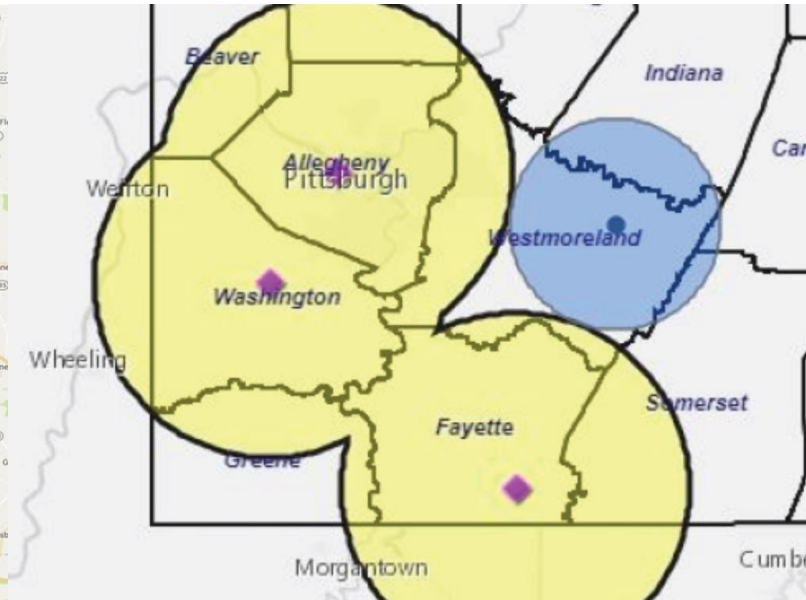
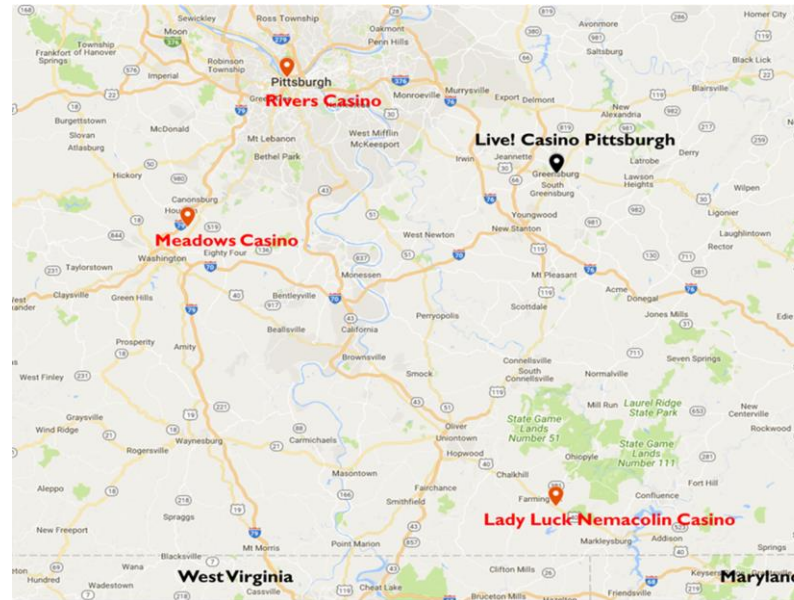


WELCOMING OVER 50 MILLION ANNUAL VISITORS

PROJECT OVERVIEW – CATEGORY 4

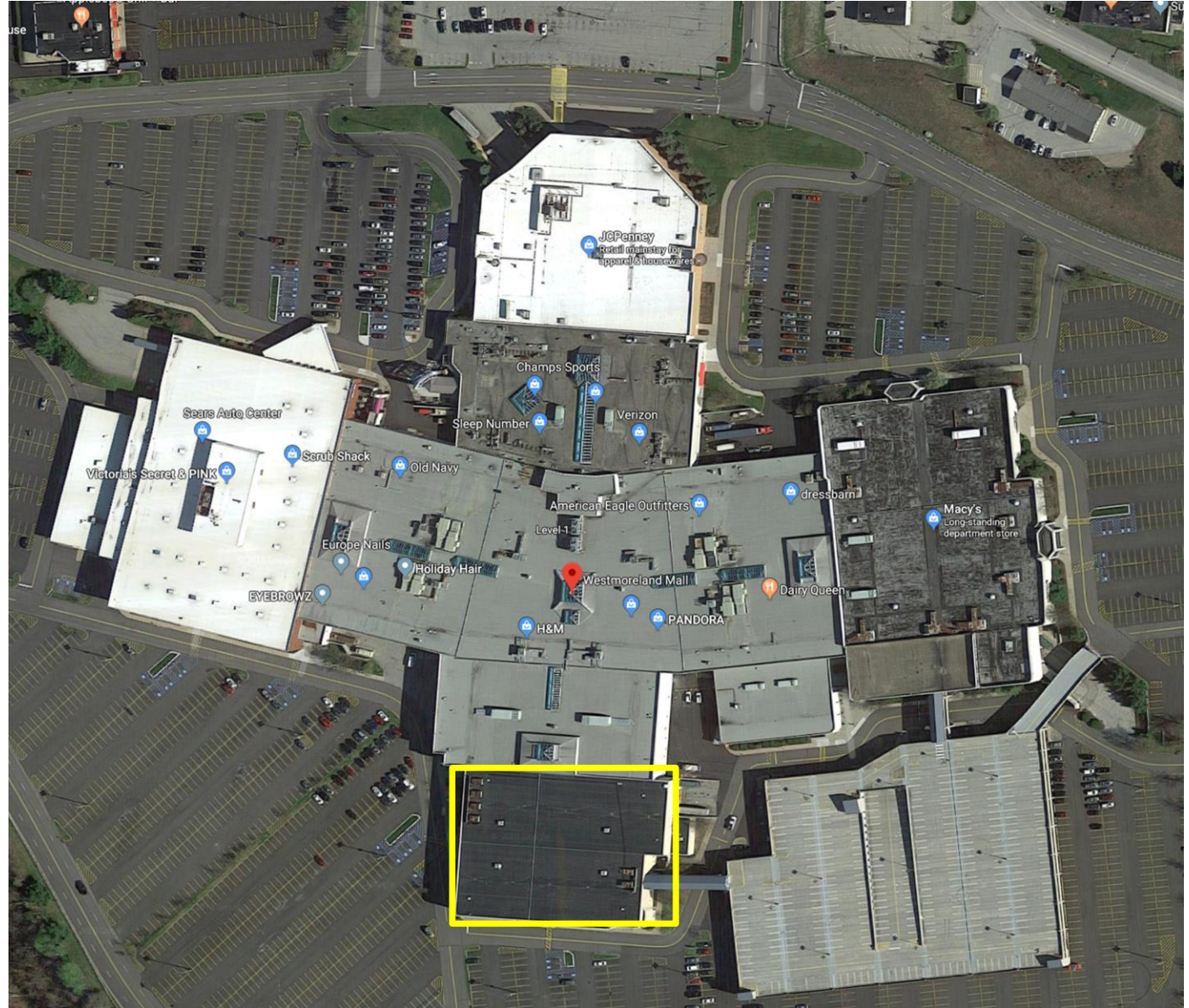
- On January 24, 2018, Stadium Casino, LLC won auction to develop a Category 4 boutique casino in Westmoreland County, PA
- Selected 15 mile territory centered in Hempfield Township, PA
- Submitted gaming application to PGCB on July 25, 2018
- PGCB Public Input Hearing on December 5, 2018
- Filed Table Games Petition and paid \$2.5 million fee February 19, 2019

Live!
CASINO



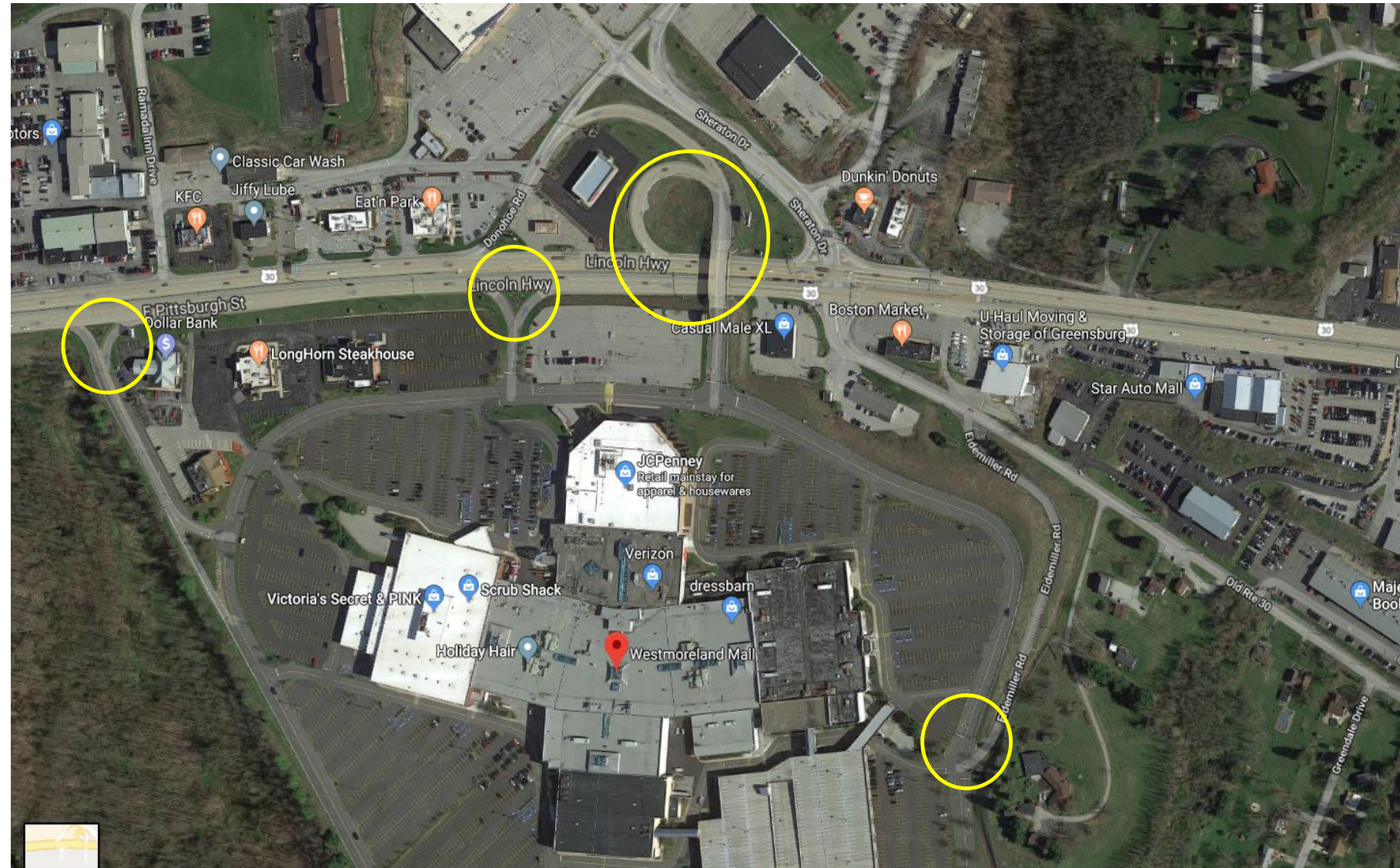
PROJECT OVERVIEW – WESTMORELAND MALL

- Existing 1.3 million square feet mall with excellent access and visibility
- Existing Commercial District with all infrastructure in place
- Revitalization of 100,000 square feet vacant department stores
- 750 slot machines / 30 table games
- Proposing 25 Blackjack style games, 2 Craps, 2 Roulette, & 1 Mini-Bacc table
- Restaurants and bars, and live entertainment venues



INFRASTRUCTURE

- 4 vehicular entrances and exits for the site
- Easy access from major highway Route 30
- 6,400 covered and uncovered parking spaces currently available at mall
- No adverse impact on:
 - Police
 - Fire
 - EMS
 - Utilities



TRAFFIC IMPACT STUDY

- A detailed TIS was prepared and submitted to PennDOT in July 2019
- The Scope of the TIS was developed by one of PennDOT's traffic engineering consultants (McMahon Associates, Inc.)
- The TIS included data collection, traffic modeling, and analysis of eight (8) existing intersections in and around the Westmoreland Mall site
- The TIS evaluated three (3) peak hours including:
 - Friday PM commuter peak hour
 - Friday PM casino peak hour
 - Saturday PM casino peak hour

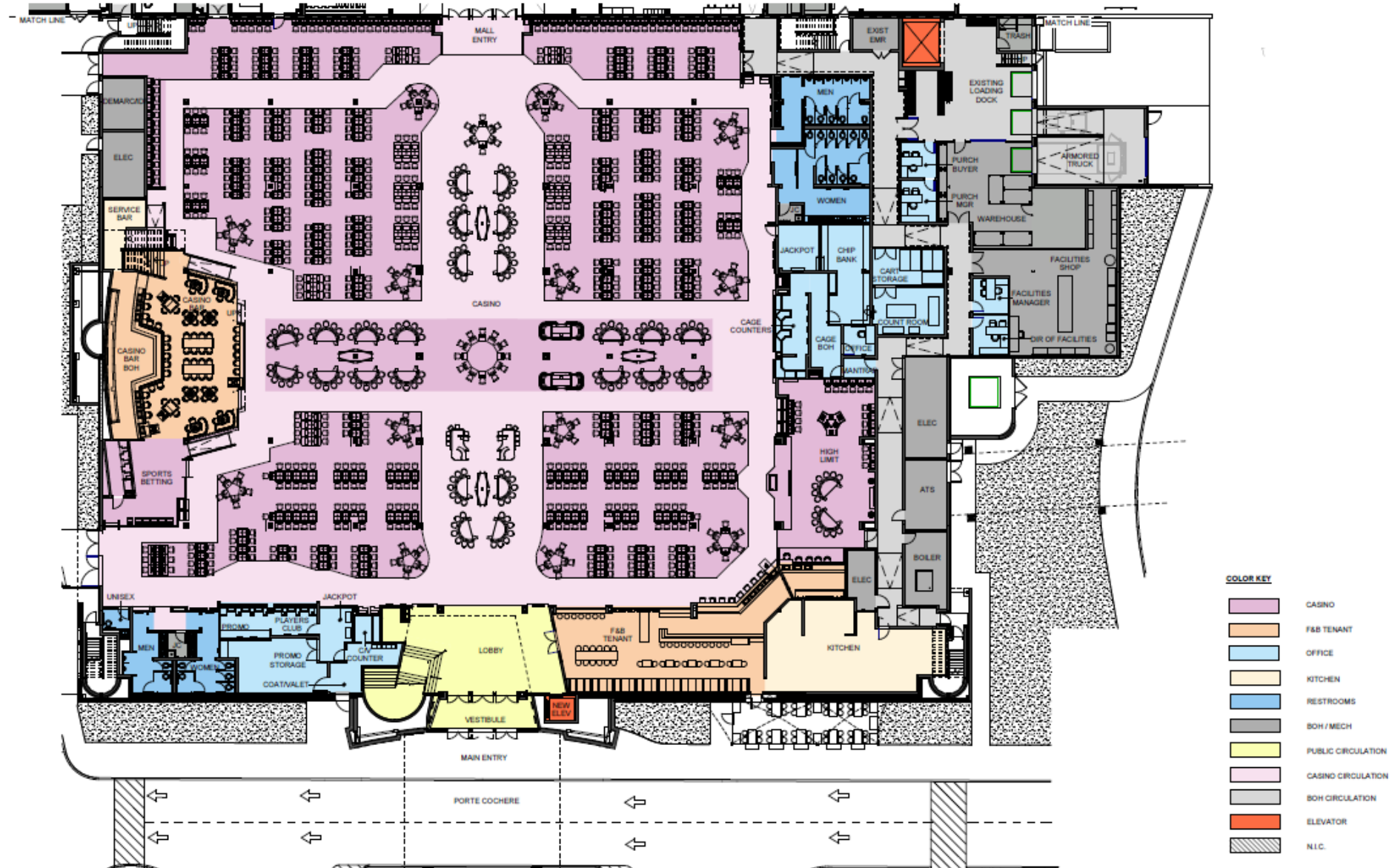
TRAFFIC IMPACT STUDY (CONTINUED)

- The analyses showed delay impacts resulting from the construction of the proposed casino will be minimal (less than 2.0 seconds per vehicle, worst case)
- All intersections studied are projected to continue to operate at an acceptable Level-of-Service during all three (3) peak hours analyzed
- Queue analyses reveal that all existing turn lanes and approaches are adequate to accommodate the casino traffic.
- Based on the results of the analysis, no mitigation is required; however the developer has committed to doing a review of the signal timings a few months after opening to ensure efficient operations

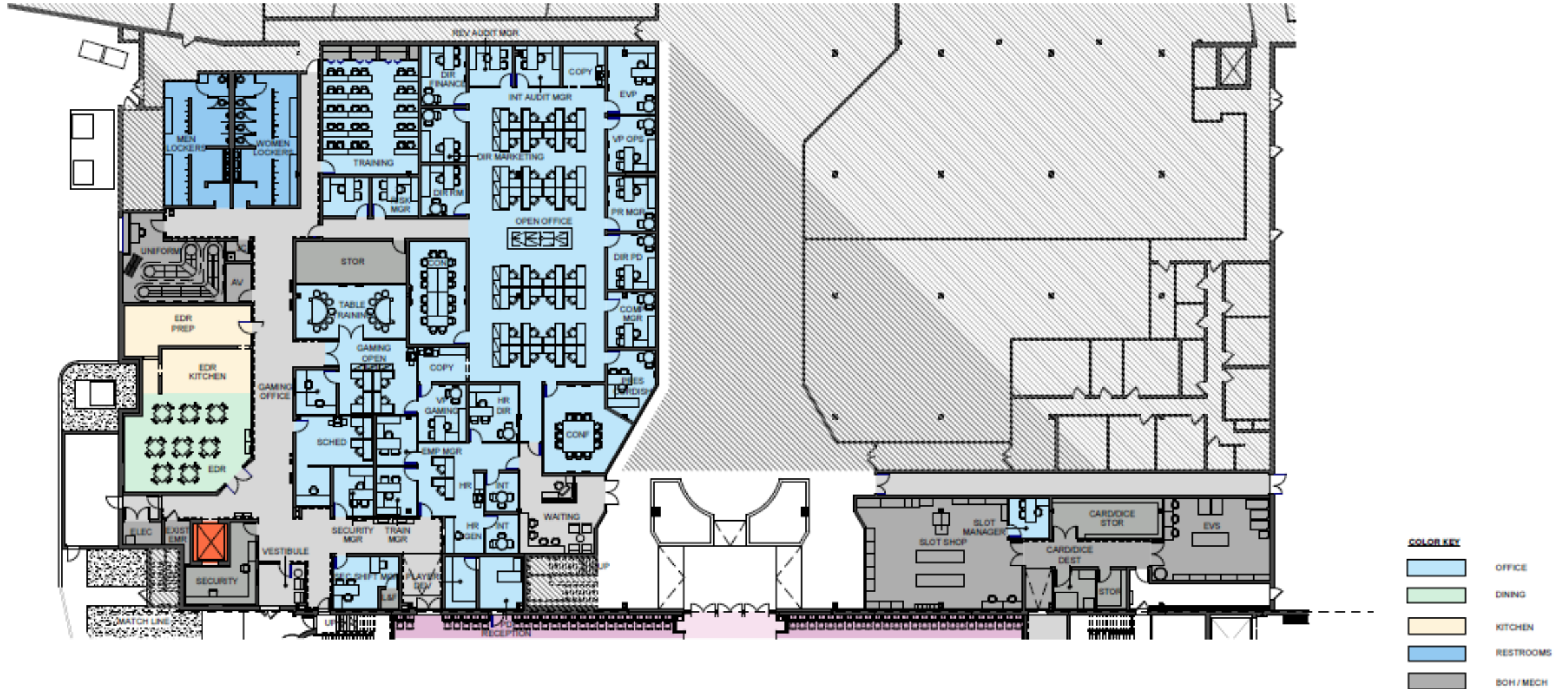
LIVE! CASINO PITTSBURGH



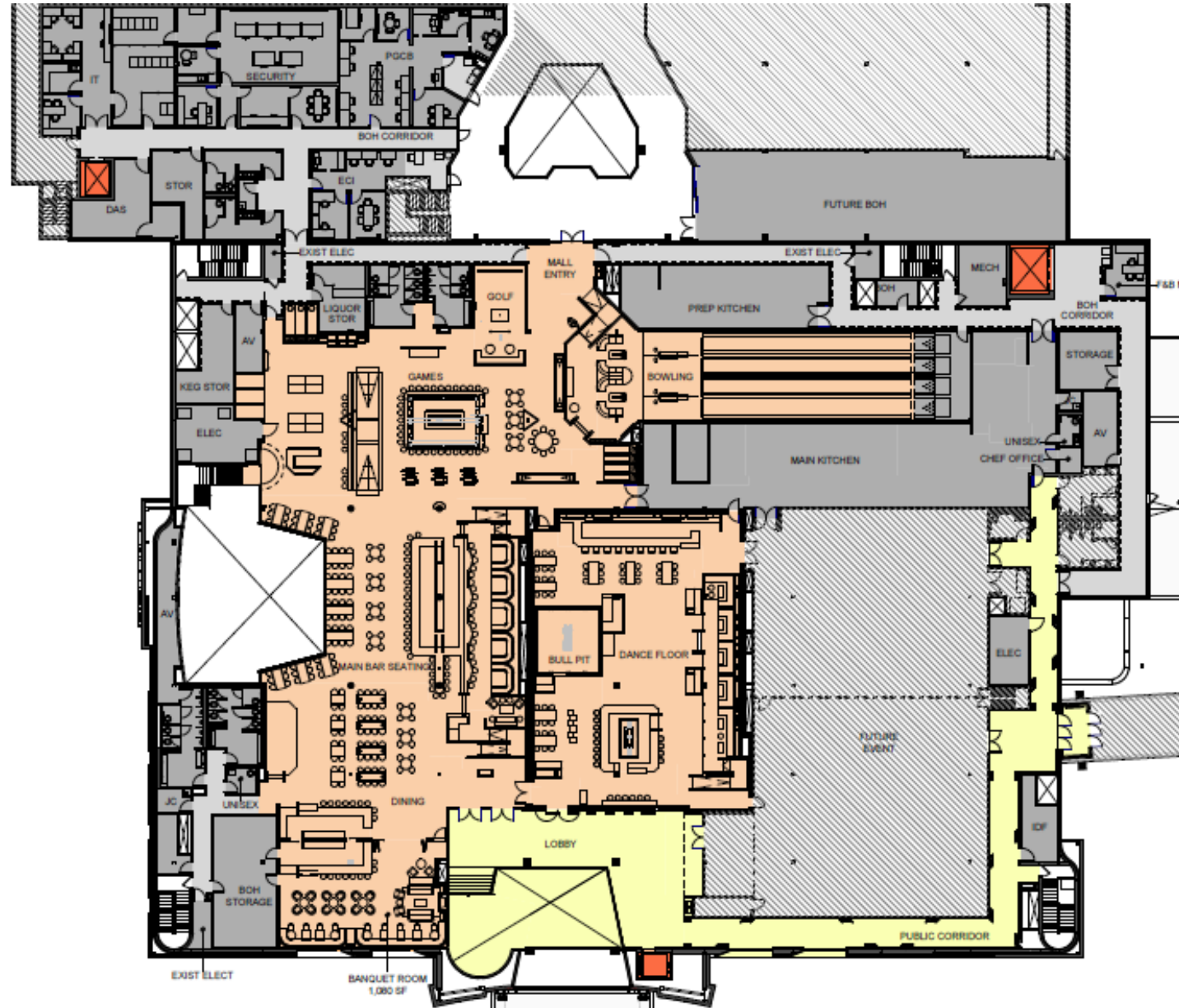
CASINO 1ST FLOOR



BACK OF HOUSE - 1ST FLOOR



2ND FLOOR



ENTRY LOBBY



ENTRY LOBBY



CASINO FLOOR



CASINO FLOOR



HIGH LIMIT TABLES & SLOTS



UPSTAIRS BAR



SPORTS BOOK / SPORTS BAR



SPORTS BOOK / SPORTS BAR



LIVE! EMPLOYMENT

- Over 500 Full Time/Part Time Jobs
- Average Annual Earnings = \$43,812
- Great benefits to include:
 - Paid Time Off
 - Medical, Dental, & Vision Insurance
 - 401k Employer Match
 - Life Insurance
 - Free Training
 - Tuition Reimbursement
 - Exciting Career Paths

<u>Team Members</u>	
Admin & General	10%
Gaming	28%
Gaming Support	24%
Food & Beverage	38%
TOTAL	100%



ECONOMIC IMPACT – DEVELOPMENT & ONGOING OPERATIONS

■ Estimated Jobs (Development / Ongoing)

- ❖ Hempfield Township = 450 / 500
- ❖ Westmoreland County = 710 / 780
- ❖ Commonwealth = 830 / 960

■ Estimated Earnings

- ❖ Hempfield Township = \$32 m / \$19 m
- ❖ Westmoreland County = \$43 m / \$28 m
- ❖ Commonwealth = \$50 m / \$39 m

- \$131 million in direct upfront project expenditures, \$81 million modeled for economic impact

- \$123 million one-time total impact to County from Development, and \$152 million annually from Ongoing Operations

DEVELOPMENT

Economic Impact from Upfront Construction	Economic Impact to Hempfield Township	Economic Impact to Westmoreland County	Economic Impact to the State of Pennsylvania
Direct Output (\$M)	\$81	\$81	\$81
Indirect and Induced Output (\$M)	\$7	\$42	\$67
Total Impact (\$M)	\$88	\$123	\$148
Employment Supported (FTE)	450	710	830
Earnings (\$M)	\$32	\$43	\$50

ONGOING OPERATIONS

Economic Impact from Ongoing Operations	Economic Impact to Hempfield Township	Economic Impact to Westmoreland County	Economic Impact to the State of Pennsylvania
Direct Output (\$M)	\$108	\$108	\$108
Indirect and Induced Output (\$M)	\$7	\$43	\$80
Total Impact (\$M)	\$115	\$152	\$188
Employment Supported (FTE)	500	780	960
Earnings (\$M)	\$19	\$28	\$39

GAMING TAXES

Slots	Tax Rate	Yr 3 Tax Revenue
Property Tax Relief	34%	\$27,880,000
PA Gaming Economic Development & Tourism Fund	6%	\$ 4,920,000
CFA Public Interest Grants	5%	\$ 4,100,000
Any County Suffering Decreased LSA	5%	\$ 4,100,000
Grants through CFA To Host County	2%	\$ 1,640,000
Host Municipality	2%	\$ 1,640,000
Total	54%	\$44,280,000

Table Games

PA General Fund	14%	\$ 2,800,000
CFA Grants to Host County	1%	\$ 200,000
Host Municipality	1%	\$ 200,000
Total	16%	\$ 3,200,000

TOTAL GAMING TAX REVENUE		\$47,480,000
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DIVERSITY

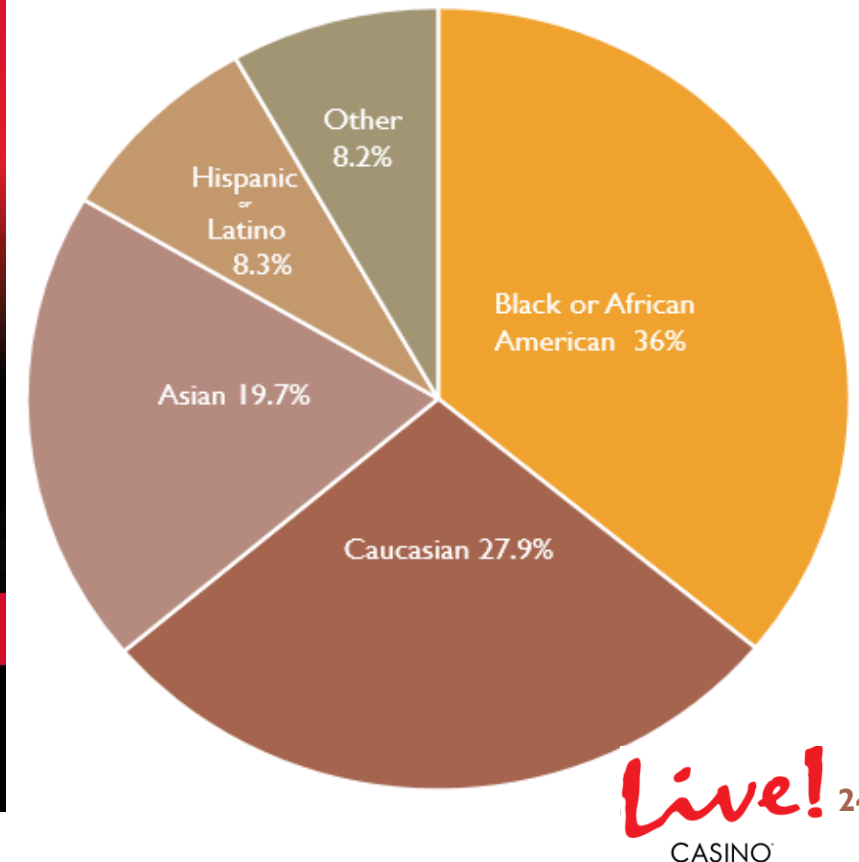
- We recognize and appreciate that our communities, team members and customers are diverse
- We practice inclusion, understanding that it elevates the richness of ideas, our creative power and respect for others
- Diversity of Thought is a core company value that has been imperative to our past and future successes
- Host bi-annual Minority Outreach Fairs featuring 400+ MWBE companies/partners for networking and business opportunities

Diversity Awards

- ❖ **Most Inclusive Purchasing Division** from the Md. Washington Minority Companies Association (MWMCA)
- ❖ **Most Inclusive Gaming Facility** from the Md. Washington Minority Companies Association (MWMCA)
- ❖ The Cordish Companies was also recognized as the **Most Inclusive Corporation of the Year for Minority Business** by the Maryland DC Minority Contractors' Association and continues to receive acknowledgments from regional organizations for their collaborations with minority businesses



MD Live! Team Members



RESPONSIBLE GAMING

- Every team member required to complete annual Responsible Gaming training
- Voluntarily Excluded Persons (VEP) Program
- Responsible Gaming messages included on all marketing advertisements and in on-property signage
- We advocate for Problem Gaming Awareness Month every March and Responsible Gaming Education Week every August
- Responsible Gaming Executive Committee meets quarterly
- Board level member of American Gaming Association

MARCH IS
PROBLEM
GAMBLING
AWARENESS MONTH

HAVE THE CONVERSATION

PROBLEM GAMBLING
AWARENESS MONTH
→ HAVE THE CONVERSATION
#HAVETHECONVO

GET TO KNOW RESPONSIBLE GAMING

**RESPONSIBLE
GAMING:**

OUR COMMITMENT. EVERY DAY.

Responsible Gaming Education Week is July 31 - August 4, 2017

G2K GET TO KNOW GAMING

AMERICAN
GAMING
ASSOCIATION
american gaming.org

COMMUNITY AWARDS BY LIVE! CASINO TEAM

- **Circle of Stars Award** from the USO of Baltimore/Metropolitan DC
- **Ranked Top 5 Largest Corporate Philanthropist in Baltimore Area** by the Baltimore Business Journal
- **Business Partner of the Year** by the West County Chamber of Commerce
- **Don Riddle Corporate Citizenship Award for Philanthropy** from the Annapolis and Anne Arundel County Chamber of Commerce
- **President's Award for Economic Engine** from the North Anne Arundel County Chamber of Commerce
- **"Economic Engine" Award** from the Maryland Office of Tourism Development
- **Project of the Year** from the Baltimore Business Journal 2012
- **Postsecondary Career and Technology Education Award of Excellence for Outstanding Business Partnerships** from the Maryland State Department of Education, in recognition of its ongoing partnership with Anne Arundel Community College.
- **Anne Arundel Economic Development Corp. Development Award** from the Annapolis and Anne Arundel County Chamber of Commerce

Live! in the Community



Looking Forward to Going....

Live!

CASINO®

